



Established in 2000, DIMOCO Payments is a trusted payment company with a license from the Austrian Financial Market Authority. Our expertise, flexible payment solutions, and trusted network enable merchants to effortlessly accept payments for goods and services worldwide.

In our international team of 20+ nations, you can expect plenty of room for your personal touch and personal responsibility. Flexible working hours and home office options support your work-life balance.

If you see yourself as an important part of a motivated team in a modern environment, then you are right with us as

## Head, Business Development

### Low-Risk Market Expansion

#### Your mission:

Don't feel like standing still? Then DIMOCO is the right place for you!

Lead the next growth chapter by expanding DIMOCO's online payments business into low-risk industry segments, leveraging existing infrastructure and capabilities built around high-risk industries. You will define strategy, drive execution, and build key partnerships, positioning DIMOCO as a trusted payments partner while turning new market opportunities into measurable impact.

Sounds exciting? Keep reading 🙌

#### What you'll do:

- Define and execute a go-to-market strategy for entering and scaling into low-risk industries, complementing the existing high-risk portfolio.
- Identify and secure partnerships with low-risk merchants, partners, and platforms while building a strong sales pipeline.
- Develop tailored sales pitches and proposals aligned with low-risk merchant needs.
- Work cross-functionally with teams such as product, marketing, supply chain, and underwriting to ensure product, UX, positioning, and processes align with low-risk merchant requirements.
- Ensure smooth merchant onboarding and ongoing support together with customer success teams.
- Track key KPIs such as merchant acquisition and revenue growth, and report insights to senior management.
- Represent the company at relevant industry events and stay up to date on market and regulatory developments in low-risk sectors.

## Your profile:

- Proven experience in Business Development, ideally within payments, fintech, or SaaS.
- Strong expertise in developing and executing go-to-market strategies and entering new market segments.
- Strategic thinker with a hands-on execution mindset.
- Skilled in building and managing sales pipelines and securing key partnerships.
- Excellent communication and stakeholder management skills.
- Analytical, KPI-driven, able to turn market opportunities into tangible business results.
- Professional proficiency in German and English.

## DIMOCO's promise:

- A position with great responsibility which is diverse and exciting.
- Amazing benefits like a day off on your birthday, enabling you to celebrate this special day with family and friends. 🍰
- Interesting and international working environment in the growing and forward-looking payment industry, characterized by a dynamic and open working atmosphere.
- Team spirit, passion, creativity and flat hierarchies characterize our company.
- Flexible working hours and home office options.
- Modern office at Campus 21 in Brunn am Gebirge (with a free shuttle bus to and from Vienna).
- Legendary DIMOCO team events.
- Of course, you will receive a competitive remuneration package, which we will be happy to discuss with you personally. For legal reasons we must indicate the gross annual remuneration package which starts at around EUR 70.000,- (full-time) and depends on your qualifications and experience.

## Up for a new challenge? Let's get in touch! 🙌

We look forward to receiving your online application: [dimoco.com/job-posting/head-of-business-development/](https://dimoco.com/job-posting/head-of-business-development/)

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*Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.*